

How to Use the ITT40 Statewide Contract

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| Contract #: ITT40 | Contract Duration: 07/01/2009 TO 12/31/2014 |
| MMARS #: ITT40* | Options to renew annually through 12/31/2014 |
| Contract Manager: | Tim Kennedy tim.kennedy@state.ma.us (617) 720-3107 |
| Last change date: | March 25, 2014 |

Contract Summary: This statewide contract for two-way radio systems, equipment and services was extended through December 31, 2014. Check the “End Date” for each Vendor on the Vendor Tab for status. Equipment on this contract includes base stations, mobile and portable radios, marine and amateur radios, and microwave systems.

| Cat # | Category Name | Category Description |
|-------|------------------------------|---|
| 1 | Manufacturer Sales & Service | Sales & Service for the entire Commonwealth, either directly or through authorized subcontractors. |
| 2 | Regional Sales and Service | Contractors authorized by manufacturers for sales and service. |
| 3 | Regional Service | Contractors authorized by manufacturers for service for each brand offered. Category 3 contractors may sell the parts necessary for the repair or service of the unit only. |

Benefits and Cost Savings

Savings on labor and service related charges are available from vendors in Categories 2 or 3. Buyers are urged to request quotes from multiple vendors in order to maximize savings.

Who Can Use This Contract?

Applicable Procurement Law: MGL c. 7, § 22; c. 30, § 51, § 52; 801 CMR 21.00

Eligible Entities:

01. Cities, towns, districts, counties and other political subdivisions
02. Executive, Legislative and Judicial Branches, including all Departments and elected offices therein;
03. Independent public authorities, commissions and quasi-public agencies
04. Local public libraries, public school districts and charter schools;
05. Public Hospitals, owned by the Commonwealth;
06. Public institutions of high education
07. Public purchasing cooperatives;
08. Non-profit, UFR-certified organizations that are doing business with the Commonwealth;
09. Other states and territories with no prior approval by the State Purchasing Agent required; and
10. Other entities when designated in writing by the State Purchasing Agent.

Pricing and Purchase Options

Please clearly indicate “Statewide Contract ITT40” on all requests for quotes, statements of work and purchase orders to ensure ITT40 pricing is quoted and billed.

There is no construction on this contract.

This contract may not be used for projects valued at \$10,000 or more for construction, maintenance, or repairs, for vertical structures subject to MGL c. 149 § 44A; nor for projects valued at greater than \$10,000 for construction, maintenance, or repairs for public works subject to MGL c. 30, 39m.

Pricing may be found on each Vendor’s Cost Table.

Tab 1.x

Product pricing and percentage discounts are located on Tabs 1.x in the Cost Tables. If the online address of the contractor’s catalog pages is provided, buyers should browse the online catalog pages to locate specific product information.

Tab 2.x

Cost table 2.x shows services and labor costs.

Tab 3.x

Maintenance and extended warranty plans, if any, are found on Tab 3.x

Additional Discounts

A number of vendors offered greater product discounts at the time of contract renewal. Those discounts may be viewed on Appendix A, Vendor Information. Labor rates among vendors vary significantly. Rates for contractors in Categories 2 and 3 are lower than the rates charged in Category 1, depending upon the manufacturer brand.

Regional Awards

For the purposes of this contract the Commonwealth of Massachusetts has been divided into six (6) regions which include specific counties as indicated below.

Although contractors in Categories 2 and 3 were awarded by Region, contractors may accept engagements in non-awarded regions, provided they meet all the terms of the ITT40 contract, particularly the Service Level Agreement requirements, which are explained below.

| | Category 2: Regional Sales & Service | Category 3: Regional Service |
|---|--|---|
| Region 1: West Region, including Berkshire, Franklin, Hampshire and Hampden Counties | Comtronics Corporation TCS Communications Green Mountain Communications | New England Communications Pittsfield Communications |
| Region 2: Central Region, including Worcester County | Industrial Communications Comtronics Corporation Green Mountain Communications | Critical Radio New England Communications |
| Region 3: Northeast Region, including Middlesex and Essex Counties | Industrial Communications Comtronics Corporation | E.J. Riemitis Co. Communications International |
| Region 4: Boston Region, including Suffolk and Norfolk Counties | Industrial Communications Comtronics Corporation | Critical Radio New England Communications |
| Region 5: Southeast Region, including Plymouth, Bristol and Barnstable Counties | Industrial Communications Comtronics Corporation | New England Communications TCS Communications |
| Region 6: Islands Region, including Dukes and Nantucket Counties | Industrial Communications TCS Communications | Communications International |

Service Level Agreements (SLA's)

All Contractors must meet the Service Level Agreement requirements of the RFR for any installation or service orders accepted whether it is in their awarded region(s) or a non-awarded region:

- The maximum response time to quote requests is two (2) business days.
- Contractors shall install and have equipment ready to operate, pursuant to the manufacturer's installation policy, within thirty (30) days of delivery unless otherwise agreed upon in writing by the Eligible Entity.
- The maximum response time to technical support calls is two (2) hours from initial request to on-scene arrival unless otherwise agreed in writing between the Eligible Entity and the Contractor. It is desirable that Contractors provide shorter technical support response times. Bidders must include the costs, if any, for technical support calls in the Cost Tables.

Summary of Where to Obtain Contract Information

To access the vendor contracts, including the RFR, related documents, and required forms, please go to the COMMBUYS (www.commbuys.com) website, click on "Contract & Bid Search", then select the "Contracts/Blankets" radio button.

- Enter "ITT40" in the Contract/Blanket Description field
- Select "3PS – Sent" from the Header Major Status pull-down menu
- Select "Statewide Contract" from the Type Code pull-down menu
- Click "Find It"

Strategic Sourcing Team Members

| | |
|---------------------|------------------------------------|
| Awilda Rivera | Massachusetts State Police |
| Christopher Barry | Quincy Fire Dept. |
| Gary Gutowski | Massachusetts State Police |
| James Malary | Bureau of State Office Buildings |
| John Kenney | Hampden County Sheriff's Dept. |
| John Surette | MEMA |
| Kenneth Wood | Quincy Police Dept. |
| Kristjan Viise | Environmental Police |
| LT. David Sprague | Massachusetts State Police |
| Michael Germano | Worcester County Sheriff's Dept. |
| Michael Resonina | Dept. of Corrections |
| Rick McDonald | Executive Office of Transportation |
| William Christofori | Hampden County Sheriff's Dept. |

Appendix A - Vendor Information

Communications International, Inc.

Contact: Melinda Swetz

Phone: 772-569-5355x4143

Email: mswetzel@ask4ci.com

Prompt Pay Discount:

1% - 10 days

Category 3 - Service, Region 3

Manufacturer Brands:

Icom, Kenwood, Harris

Comtronics Corporation

Contact: Catherine Leonard

Phone: 617-770-0212

Email: cleonard@radioshop.com

Prompt Pay Discount:

2% - 10 days

1.5%-15 days

1%-20 days

Offers Environmentally Preferable Products

Category 2, Sales & Service

Regions 1,2,3,4, and 5

Manufacturer Brands:

Motorola, Harris, Vertex Standard, Tessco,

CVDS, Daniels Electronic, Eventide,

Raytheon/JPS, Kenwood, Otto Engineering

E.J. Riemitis Co. Inc.

Contact: Edward Riemitis, Vice President

Phone: 978-682-3572

Email: edward@riemitisradio.com

Prompt Pay Discount:

3% - 10 days

Category 3 - Service, Region 3

Manufacturer Brands

E F Johnson, Icom, Harris, Maxon,

Motorola

Green Mountain Communications, Inc.

Contact: Delilah Leggett

Phone: 603-717-7117 x13

Email w.solutions@greenmtncomm.com

Prompt Pay Discount:

2% - 10 days

1% - 15 days

Category 2 - Sales & Service, Regions 1 & 2

Manufacturer Brands:

Motorola, Microwave Networks, Nello Corp.

Harris Corporation
Contact: Michelle Taylor
Phone: 978-905-3422
Email: michelle.taylor@harris.com
Prompt Pay Discount:
1% - 30 days

Category 1
Statewide

Icom America, Inc.
Contact: Kristina Pickering
Phone: 425-450-6092
Email: SalesContracts@icomamerica.com
Prompt Pay Discount:
2% - 20 days
Offers Environmentally Preferable Products

Category 1
Statewide

Industrial Communications
Contact: Melissa Goodwin
Phone: 781-319-1087
Email: melissa.goodwin@induscom.com
Prompt Pay Discount:
3% - 10 days
2% - 15 days
Offers Environmentally Preferable Products

Category 2 - Sales & Service, Regions 2, 3, 4, 5 and 6
Discount on Motorola Products Increased.
Discount on radios now 27%
Discount on accessories now 12%
Manufacturer Brands:
Motorola, Alcatel-Lucent, Vertex Standard

Motorola Inc.
Contact: Brad Graci
Phone: 847-685-2300
Email: brad.graci@motorolasolutions.com
Website: <https://businessonline.motorola.com>
Prompt Pay Discount:

Category 1
Statewide

New England Communications Systems
Contact: Andrew Hale
Phone: 860-640-6600
Email: andrew.hale@necommsys.com
Prompt Pay Discount:
2% - 10 days
1.5% - 15 days
1% - 20 days

Category 3 - Service, Regions 1 & 5
Manufacturer Brands:
Icom, Midland Radio, CVDS,
Vertex Standard, Alcatel-Lucent,
Daniels Electronics, David Clark,
Sierra Wireless, Spectracom, Tessco,
Eventide, GE MDS, Harris, Telex,
Raytheon/JPS, Motorola, Network
Fleet, Otto Engineering, Pyramid
Communications, Radio Frequency Systems,
SideBand Systems, Zetron, TXRX

Pittsfield Communications Systems, Inc.
Contact: John Ullrich
Phone: 413-448-8214
Email: jullrich@bcn.net
Prompt Pay Discount:
2.5% - 10 days
Offers Environmentally Preferable Products

TCS Communications Corp.
Contact: Todd Williams, RF Systems Specialist
Phone: 978-465-7932
Email: todd.williams@tcscommunications.com
Prompt Pay Discount:
2% - 15 days
1% - 30 days

Vertex Standard USA, Inc.
Contact: Ralph Orta
Phone: 201-995-3989
Email: ralph.orta@vertexstandard.com
Prompt Pay Discount:
3% - 15 days

Category 3 - Service, Region 1
Manufacturer Brands:
Midland Radio, Motorola

Category 2 - Sales & Service, Regions 1
and 6
Manufacturer Brands:
Icom, Avtec, Cimarron, CVDS, TXRX,
CPI Communications, Daniels
Electronics, David Clark, Eventide,
Raytheon/JPS, Kenwood, Tessco
Klein Electronics, Otto Engineering,
Pyramid Communications, Bird
Technologies, Vertex Standard,
Zetron, Inc.

Category 1
Statewide